

Message Text

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PAGE 01 SINGAP 03728 181009Z
ACTION EA-12

INFO OCT-01 ISO-00 COME-00 EB-08 TRSE-00 PA-01 STR-07
XMB-02 /031 W

-----023392 190615Z /12

R 180910Z AUG 78
FM AMEMBASSY SINGAPORE
TO SECSTATE WASHDC 0922
INFO AMEMBASSY BANGKOK
AMEMBASSY JAKARTA
AMEMBASSY KUALA LUMPUR
AMEMBASSY MANILA
AMEMBASSY TOKYO

LIMITED OFFICIAL USE SINGAPORE 3728

E.O. 11652: N/A
TAGS: BEXP, EINV, ETRD, SN
SUBJECT: USG/APCAC JOINT STUDIES

REF: A) MANILA 13985, B) STATE 166138

1. ECON COUNSELOR DISCUSSED PROPOSED JOINT USG/APCAC
STUDY ON "IMPEDIMENTS TO COMPETITIVE US TRADE AND INVESTMENT"
(AS IT IS TITLED IN BURRIDGE CABLE TO AMCHAMS) WITH
AMERICAN BUSINESS COUNCIL PRESIDENT JOHN SIMS, WHO HAS JUST
RETURNED FROM HOME LEAVE. BURRIDGE CABLE SUGGESTS IMPEDIMENTS
INCLUDE NON-TARIFF BARRIERS, EXCHANGE RATES, PRICING PRACTICES,
EXTRA-TERRITORIAL APPLICATION OF US LAWS AND STANDARDS, AND
EXPORT FINANCING.

2. WOULD LIKE TO POINT OUT THAT EMBASSY HAD PREVIOUSLY DIS-
CUSSED WITH ABC AND PRELIMINARILY AGREED UPON A JOINT STUDY
ON "THE JAPANESE CHALLENGE", WHICH WOULD BE PREPARED IN FIRST
DRAFT BY EMBASSY BASED ON FAIRLY EXTENSIVE INTERVIEWS WITH US
FIRMS, AGENTS HANDLING US AND JAPANESE PRODUCTS, CUSTOMERS
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OF US EXPORTERS, GOS OFFICIALS AND POSSIBLY JAPANESE FIRMS.
PRELIMINARY INTERVIEWS HAVE ALREADY BEEN CONDUCTED AND WORK
PLAN RECENTLY DRAWN UP.

3. SIMS' REACTION TO BURRIDGE PROPOSAL WAS THAT IT RISKS
BEING A NEGATIVELY-ORIENTED EFFORT WHICH WOULD REHEARSE APCAC
THEMES OFTEN HEARD BEFORE. HE ALSO BELIEVES ABC WOULD HAVE

GREAT DIFFICULTY PUTTING TOGETHER TEAM AT THIS TIME OF YEAR TO COMPLETE STUDY BY EARLY SEPTEMBER, AND SAID HE WOULD FAVOR PROCEEDING WITH STUDY ON JAPANESE COMPETITION PROPOSED EARLIER BY EMBASSY. HE VOLUNTEERED TO LOOK INTO POSSIBILITY OF HAVING BANK OF AMERICA ECONOMIST FROM TOKYO PARTICIPATE IN STUDY BY PROVIDING EXPERTISE ON JAPANESE END.

4. QUITE FRANKLY, WE SUPPORT SIMS' VIEWS. MANY ABC STALWARTS ARE OUT OF SINGAPORE AND WE STRONGLY DOUBT THAT WORTHWHILE STUDY COULD BE PUT TOGETHER IN NEXT TWO TO THREE WEEKS EVEN IF ABC WERE ENTHUSIASTIC ABOUT DOING SO. AS POINTED OUT PARA 7 REF B, SUCCESS OF STUDIES DEPENDS ON ENTHUSIASM OF PARTICIPATING AMCHAMS. WE RECOGNIZE USEFULNESS OF HAVING STUDIES READY FOR REVIEW AT KYOTO, BUT WOULD FAR PREFER TO PROCEED WITH ABC/EMBASSY STUDY ABOUT TO GET UNDER WAY WITH TARGET DATE OF FIRST WEEK IN NOVEMBER.
KNEIP

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